

**State Chapter Meeting**  
**Fairmont Hotel , San Jose, California**  
**Sunday September 18, 2011**  
**Agenda**

- 8:15-9:00 Check In/Registration – NO BREAKFAST  
 9:00-10:30 General Meeting  
 Call to Order Sherri Souza, 2011 State President  
 Pledge of Allegiance Leona Doidge, President Central Coast Chapter  
 Inspiration Ann Gupta, President Tri-Cities Chapter  
 Welcome and Introductions Sherri Souza, 2011 State President  
 Sponsor Acknowledgement Sherri Souza, 2011 State President  
**Meet the Candidates Forum** Barbara Safran, 2011 Nominating Chair
- 10:30-10:45 Break  
 10:45-10:55 **Platinum Sponsor Presentation – Win Home Inspection & First American NHD/JCP**  
 10:55-11:15 Chapter Spotlights- Theresa Wilson, Ways and Means Chair
- 11:15-12:00 Committee meetings-See Break Out Room Schedule
- 12:10 -12:20 **Platinum Sponsor Presentation – Agent Evolution & AHS**
- 12:10-1:15 Lunch - State Recruitment & Retention Contest, Education awards, Website presentation by Agent Evolution
- 1:15-1:35 **Delegate Check In**  
 1:35-3:45 Governing Board and General Election Meeting  
**Governing Board Meeting** Call to Order- Sherri Souza, 2011 President  
 Rules of the Day- Vickie Campbell, Parliamentarian  
 Roll Call- Tammy Newland, 2011 Secretary  
 Credentials Report- Gayle Sutton  
 Treasurer Report-Heather Ozur, 2011 Treasurer  
 Membership Report- Jamie Saltman, 2011 President-Elect  
 Committee Reports-Action Items only  
 Election of Governing Board Members of 2012  
 Nominating Committee
- Annual Business Meeting- 2009 State Elections**  
 Election Rules of the Day-Sherri Souza, 2011 President  
 Election of 2012 State Officers  
 Election of General Membership Members of 2012  
 Nominating Committee
- 3:45-4:00 Break  
 4:00-5:00 **Leadership Development & Education Break Out Sessions –**  
 Brad Warren - Lead Generation “ How to Get & Nail Leads”  
 Curtis Doss – Sponsorships- “ Follow Me To Where The \$\$\$ Is!”  
 Steven Nottingham – “ Are You Doing Your Annual Check-up?”  
 By-Laws & Standing Rules Committee – “ Rules Rock!”
- 5:05-5:50 District Vice-President/Governors Presentation to Membership –“This Is Your Life!”  
 5:50-6:10 Chapter Spotlights-Theresa Wilson, Ways and Means Chair
- 6:10 Meeting Adjourned  
 6:30 Presidents Reception